

Message Text

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ACTION AF-08

INFO OCT-01 ISO-00 COME-00 EB-07 TRSE-00 AID-05 PM-04

DODE-00 CIAE-00 INR-07 NSAE-00 SS-15 NSC-05 /052 W

----- 076448

R 301355Z JUL 76

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 6111

C O N F I D E N T I A L LAGOS 8734

E.O. 11652: GDS

TAGS: BENC, MILI, NI

SUBJECT: MAJOR PROJECTS:NIGERIAN ARMY HOUSING

REF: LAGOS 6678

1. ON JULY 26, C-E TEC DELIVERED COMPLETED ARMY BARRACKS STUDY TO CHIEF OF ARMY STAFF DANJUMA AND TOP RANKING ARMY OFFICERS. DANJUMA DESCRIBED STUDY AS ONE OF BEST ANALYSES HE HAD EVER SEEN. EQUAL PRAISE CAME FROM QMG BAJOWA IN CALL TO ECON COUNSELOR. ON JULY 28.

2. C-E TEC HAS SHORT LISTED 15 FIRMS, ONLY ONE OF WHICH IS AMERICAN, AMCORD INC. POMONA, CALIFORNIA (PARENT COMPANY OF PASCOE STEEL). IN ADDITION, SEVEN OTHER FIRMS WERE CONDITIONALLY LISTED AS POSSIBLE ALTERNATES. WHILE LATTER GROUP HAS THREE U.S. FIRMS, C-E TEC DOES NOT HAVE FULL CONFIDENCE IN THEM; THEY HAVE A "GOOD SYSTEM" BUT LACK CONVINCING ORGANIZATION AND OTHER RESOURCES.

3. EMBASSY HAS CAREFULLY REVIEWED STUDY WHICH CONFIDENTIALLY LOANED BY C-E TEC. LATTER APPLIED WEIGHTED INDEX TO APPROXIMATELY 70 BIDDING CONTRACTORS COVERING SUCH ASPECTS AS MANAGEMENT, ABILITY TO TRAIN NIGERIANS, BUILDING SYSTEM, ORGANIZATIONAL STRUCTURE, AND PRICE. C-E TEC READILY ADMITTED THAT U.S. WOULD HAVE FARED MUCH BETTER IF MORE PROMINENT, EXPERIENCED U.S. CONSTRUCTION FIRMS HAD PARTICIPATED. IT IS FACT THAT DESPITE EFFORTS OF MEPD AND OF EMBASSY ITSELF

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MOST TOP FIRMS WERE SIMPLY NOT INTERESTED. C-E TEC FURTHER

IMPRESSED BY FACT THAT NO EAST EUROPEAN FIRMS WERE INCLUDED IN BIDDING. THEY ALSO IMPRESSED BY ARMY'S KEEPING PROMISE MADE TO ECON COUNSELOR IN OCTOBER THAT ONLY AN AMERICAN FIRM WOULD GET CONSULTATION AWARD.

4. EACH FIRM ON SHORT LIST IS EXPECTED TO CONSTRUCT AT LEAST TWO CANTONMENTS. AVERAGE COST OF EACH CANTONMENT IS 36 MILLION DOLLARS. MOD PRINCIPAL SECRETARY OFFIONG HAS TOLD EMBASSY THAT 60 CANTONMENTS ARE SCHEDULED TO BE FINISHED BY OCTOBER 1979 WITH 49 MORE EXPECTED TO BE BUILT AFTER THIS DEADLINE. ALL 109 SHOULD USE INDUSTRIALIZED BUILDING SYSTEMS. IN ADDITION TO THE CANTONMENTS THERE WILL ALSO BE A VARIETY OF CONVENTIONAL BUILDINGS SPREAD AROUND THE COUNTRY, NOT INTEGRAL PARTS OF THE CANTONMENTS THEMSELVES. THESE INCLUDE HOSPITALS, ADMINISTRATIVE CENTERS, ETC. AND WILL BE BUILT ALONG CONVENTIONAL LINES. OFFIONG STATED THAT PROGRESS WAS BEING MADE IN TALKS WITH U.S. COMPANY PRC FOR CONSULTANCY CONTRACT ON THIS PHASE OF THE BUILDING PROGRAM.

5. FIRMS ON THE SHORT LIST ARE CITED BELOW IN DESCENDING ORDER OF SCORE (E.G., AMCORD SCORED FOURTH HIGHEST NUMBER OF POINTS ON INDEX SCALE)

SELLSOMAN LTD. (GERMANY);
LAING, LTD. (UK);
BETON UND MONIERBAU (GERMANY);
AMCORD, INC. (U.S);
SCANHOUSE (ICELAND);
STRABAG (GERMANY);
WIMPEY (UK);
GRANDS TRAVAUX DE L'EST (FRANCE);
FIN-NIGER (FINLAND);
WOLFF UND MULLER (GERMANY);
HANS WOLPERT (GERMANY);
BOUYGUES (FRANCE);
GRANDI LAVORI (ITALY);
SECIA/ADEJORO (FRANCE);
COIGNET, S.AL (FRANCE)

6. FIRMS LISTED AS LESS QUALIFIED ALTERNATES ARE:
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KARNEY (U.S.);
COMASA (SPAIN);
FOUGEROLLE (FRANCE);
IHL/IHN (U.S.);
LAstra (U.S.);
AMALGAMATED (UK);
CIF (FRANCE).

7. MOD IS NOW WRITING TO RELEVANT FOREIGN EMBASSIES IN LAGOS GIVING NAMES OF FIRMS WHICH FAILED TO QUALIFY. REJECTED FIRMS ARE INVITED TO EXAMINE C-E TEC'S PRINTED STUDY AT MOD TO LEARN WHY THEY DID NOT OBTAIN SUFFICIENTLY HIGH RANKING. FORMULATION OF STUDY TOOK THREE INTENSE MONTHS. ALL CANDIDATES INTERVIEWED IN LONDON BY ONE OF TWO C-E TEC PANELS. EACH PANEL CONSISTED OF 8 TO 9 EXPERTS REPRESENTING INDIVIDUAL DISCIPLINES.

8. AS EMBASSY HAS NOT YET RECEIVED OFFICIAL MOD NOTIFICATION OF COMPOSITION OF SHORT LIST, DEPT SHOULD NOT RELEASE INFO UNTIL MOD GIVES CLEARANCE TO US; THIS EXPECTED SHORTLY.

9. FYI. DISPERSION OF CANTONMENTS REVEALS THINKING OF NORTHERN BLOC IN POWER. PLANS SHOW CANTONMENTS EITHER PLACED ALONG BORDERS OR HEAVILY CONCENTRATED IN FORMER BIAFRA AREAS.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 30 JUL 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: coburnhl
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976LAGOS08734
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: RR
Errors: N/A
Film Number: n/a
From: LAGOS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t1976072/aaaaabdg.tel
Line Count: 134
Locator: TEXT ON-LINE
Office: ACTION AF
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 76 LAGOS 6678
Review Action: RELEASED, APPROVED
Review Authority: coburnhl
Review Comment: n/a
Review Content Flags:
Review Date: 19 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <19 MAY 2004 by buchant0>; APPROVED <08 SEP 2004 by coburnhl>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECTS:NIGERIAN ARMY HOUSING
TAGS: BENC, MILI, NI
To: SECSTATE WASHDC
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006